



Revision number: 3

Purchasing Agent: GLENDON MITCHELL

Item: COMPUTERS – TECHNICAL TRAINING

Vendor: 3521B EXECUTRAIN OF UTAH
7090 SOUTH UNION PARK AVE. #550
MIDVALE, UTAH 84047-6004

Internet Homepage: www.executrain.com/saltlakecity

Telephone: (801) 561-8511

Fax number: (801) 561-8549

Contact: JASON SCHOUTEN

Email address: jasons@saltlake.executrain.com

Price: SEE ATTACHED PRICE LIST

Effective dates: 07/01/01 through 06/30/2003

Price guarantee period: One (1) year

Minimum order:

Other conditions:

Renewal Options:

NOTE: UPDATE VENDOR NAME

This is a multiple award contract. Users must review all contracts in the relevant category for optimal pricing and service: see listing on last page. Document the award selection.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**Contact Information:**

Jason J. Schouten
 7090 South Union Park Ave. #550
 Midvale, Utah 84047-6004
 jasons@saltlake.executrain.com

Scope of contract: Training contracts cover any combination or the total of all three categories as listed on page 1 of the Contract Summary Sheet: Desktop Applications, Technical, and/or Softskills .

Desktop Application is defined as any user training that is not of a technical nature. Such applications may include, but not limited to, word processing, spreadsheet, database, and presentation software.

							% Off	
<i>ExecuTrain</i>	Beg	Int	Adv	No. of Days	Total Hours	List Price	List Price	Contract Price
Access	x			1	8	\$199.00	32%	\$98.00
Access		x		2	16	\$398.00	32%	\$196.00
Access			x	2	16	\$398.00	32%	\$196.00
CorelDraw	x			1	8	\$199.00	32%	\$98.00
Crystal Reports	x			2	16	\$398.00	32%	\$270.00
Crystal Reports			x	2	16	\$398.00	32%	\$270.00
Excel	x			1	8	\$199.00	32%	\$98.00
Excel		x		1	8	\$199.00	32%	\$98.00
Excel			x	2	16	\$398.00	32%	\$196.00
FoxPro	x			1	8	\$199.00	32%	\$135.00
FoxPro		x		1	8	\$199.00	32%	\$135.00
Groupwise	x			1	8	\$199.00	32%	\$98.00
Harvard Graphics	x			1	8	\$199.00	32%	\$98.00
Harvard Graphics		x		1	8	\$199.00	32%	\$98.00
Illustrator	x			1	8	\$199.00	32%	\$135.00
Illustrator		x		1	8	\$199.00	32%	\$135.00
Illustrator			x	1	8	\$199.00	32%	\$135.00
Lotus 1-2-3	x			1	8	\$199.00	32%	\$135.00
Lotus 1-2-3		x		1	8	\$199.00	32%	\$135.00
Lotus 1-2-3			x	2	16	\$398.00	32%	\$270.00
Microsoft Office	x			1	8	\$199.00	32%	\$98.00
Microsoft Office		x		1	8	\$199.00	32%	\$98.00
PageMaker	x			1	8	\$199.00	32%	\$135.00
PageMaker			x	1	8	\$199.00	32%	\$135.00
Paradox	x			1	8	\$199.00	32%	\$98.00
Paradox			x	1	8	\$199.00	32%	\$98.00
PhotoDraw	x			1	8	\$199.00	32%	\$135.00



PhotoDraw			x	1	8	\$199.00	32%	\$135.00
PhotoShop	x			1	8	\$199.00	32%	\$135.00
PhotoShop			x	1	8	\$199.00	32%	\$135.00
PowerPoint	x			1	8	\$199.00	32%	\$98.00
PowerPoint			x	1	8	\$199.00	32%	\$98.00
Presentations	x			1	8	\$199.00	32%	\$98.00
Presentations			x	1	8	\$199.00	32%	\$98.00
Project	x			1	8	\$199.00	32%	\$98.00
Project		x		1	8	\$199.00	32%	\$98.00
Project			x	1	8	\$199.00	32%	\$98.00
Publisher	x			1	8	\$199.00	32%	\$98.00
Publisher			x	1	8	\$199.00	32%	\$98.00
QuarkXpress	x			1	8	\$199.00	32%	\$135.00
QuattroPro	x			1	8	\$199.00	32%	\$98.00
QuattroPro		x		1	8	\$199.00	32%	\$98.00
QuattroPro			x	1	8	\$199.00	32%	\$98.00
Ventura Publisher	x			1	8	\$199.00	32%	\$135.00
Ventura Publisher			x	1	8	\$199.00	32%	\$135.00
Visio	x			1	8	\$199.00	32%	\$98.00
Visio		x		1	8	\$199.00	32%	\$98.00
Visio			x	1	8	\$199.00	32%	\$98.00
Windows 2000	x			1	8	\$199.00	32%	\$98.00
Word	x			1	8	\$199.00	32%	\$98.00
Word		x		1	8	\$199.00	32%	\$98.00
Word			x	1	8	\$199.00	32%	\$98.00
Works	x			1	8	\$199.00	32%	\$98.00

Technical training is for users who are system administrators or those who need training in a high level subject. Training may include, but not limited to, Novell, Microsoft, Unix environments with testing and certification, Web, Mainframe, and programming languages.

							% Off	
				No. of	Total	List	List	Contract
Novel (by ExecuTrain)	Beg	Int	Adv	Days	Hours	Price	Price	Price
Directory Technologies				3	24	\$1,080.00	45%	\$597.00
Fundamentals of Networking				2	16	\$720.00	45%	\$398.00
Fundamentals of Network Mangement				2	16	\$720.00	45%	\$398.00
Groupwise Administration				3	24	\$1,080.00	45%	\$597.00
Groupwise Net Access & Connectivity				3	24	\$1,080.00	45%	\$597.00
Integrating Netware & Windows NT				4	32	\$1,440.00	31%	\$997.00
Introduction to Networking				2	16	\$720.00	45%	\$398.00
NDS Design & Implementation				3	24	\$1,080.00	45%	\$597.00
NDS Tools & Diagnostics				5	40	\$1,800.00	45%	\$997.00
Netware 5.1 Administration				5	40	\$1,800.00	45%	\$997.00



Netware for SAA: Install & Troubleshooting				4	32	\$1,440.00	45%	\$797.00
Netware NFS Services: File Sharing				2	16	\$720.00	45%	\$398.00
Netware NFS Services: Management & Print				2	16	\$720.00	45%	\$398.00
Netware TCP/IP Transport				2	16	\$720.00	45%	\$398.00
Networking Technologies				3	24	\$1,080.00	8%	\$997.00
Service & Support				5	40	\$1,800.00	45%	\$997.00
TCP/IP for Networking Professionals				3	24	\$1,080.00	45%	\$597.00

							% Off	
				No. of	Total	List	List	Contract
Microsoft (by ExecuTrain)	Beg	Int	Adv	Days	Hours	Price	Price	Price
Accessing Data w/MS C++6				3	24	\$1,080.00	54%	\$498.00
Building a Data-Driven Web Site Using MS FrontPage 2000				1	8	\$360.00	54%	\$165.00
Building Client/Server Applications w/MS Access 2000				3	24	\$1,080.00	54%	\$498.00
Building Solutions in MS Exchange 2000 w/the Web Storage System				3	24	\$1,080.00	54%	\$498.00
Building Distributed Applications w/COM+ Services & Microsoft Visual C++				5	40	\$1,799.00	50%	\$898.00
Building Distributed Applications w/MS Access 2000				3	24	\$900.00	17%	\$750.00
Building XML-Based Web Applications				5	40	\$1,800.00	50%	\$895.00
Building Web Applications Using MS Visual InterDev 6				1	8	\$360.00	54%	\$165.00
Component Development Using Active Template Library				5	40	\$1,800.00	50%	\$898.00
Creating & Configuring a Web Server Using MS Tools				3	24	\$1,080.00	54%	\$498.00
Designing MS Exchange 2000 for the Enterprise				3	24	\$1,080.00	54%	\$498.00
Exchange & Transforming Data Using XML & XSLT				5	40	\$1,800.00	50%	\$898.00
Implementing & Managing MS Exchange 2000				5	40	\$1,800.00	50%	\$898.00
Implementing MS Internet Explorer				2	16	\$720.00	52%	\$348.00
Introduction to C++ Programming for MS Net Platform				5	40	\$1,800.00	50%	\$898.00
Introduction to Programming				5	40	\$2,800.00	11%	\$2,499.00
Introduction to Programming w/MS Visual Basic 6				5	40	\$1,800.00	50%	\$898.00
Java Programming				5	40	\$1,799.00	50%	\$899.50



Java Script				2	16	\$699.00	50%	\$349.50
Mastering Com Development Using MS Visual C++				5	40	\$1,800.00	50%	\$898.00
Mastering Database Fundamentals Using Access 2000				2	16	\$720.00	52%	\$348.00
Mastering Access 2000 Programming				5	40	\$1,800.00	72%	\$498.00
Mastering Microsoft Office Solution Development				5	40	\$1,800.00	50%	\$898.00
Mastering MS Visual Basic 6 Development				5	40	\$1,800.00	50%	\$898.00
Mastering Web Application Development Using MS Visual InterDev 6				5	40	\$1,800.00	50%	\$898.00
Mastering Web Site Fundamentals				5	40	\$1,800.00	50%	\$898.00
Secure Web Access Using MS Proxy Server				2	16	\$720.00	52%	\$348.00
Upgrading from MS Exchange Server 5.5 to MS Exchange 2000				5	40	\$1,800.00	50%	\$898.00

							% Off	
				No. of	Total	List	List	Contract
Microsoft (ExecuTrain)	Beg	Int	Adv	Days	Hours	Price	Price	Price
HP-UX System & Network Administration				2	16	\$700.00	26%	\$520.00
HP-UX System & Network Administration				2	16	\$700.00	26%	\$520.00
Linux Fundamentals				3	24	\$1,050.00	26%	\$780.00
Linux Installation, Configuration & Admin				5	40	\$1,750.00	26%	\$1,300.00
Linux Security				3	24	\$1,050.00	26%	\$780.00
Perl Scripting				5	40	\$1,750.00	26%	\$1,300.00
Practical Unix & Network Security				3	24	\$1,050.00	26%	\$780.00
Unix Fundamentals				2	16	\$700.00	26%	\$520.00

							% Off	
				No. of	Total	List	List	Contract
Oracle (by ExecuTrain)	Beg	Int	Adv	Days	Hours	Price	Price	Price
Introduction to Oracle				1	8	\$440.00	15%	\$375.00
Oracle Architecture & Administration				3	24	\$1,320.00	15%	\$1,125.00
Oracle Backup & Recovery				3	24	\$1,320.00	15%	\$1,125.00
Oracle Forms				5	40	\$2,200.00	15%	\$1,875.00
Oracle Network Administration (DBA)				4	32	\$1,760.00	15%	\$1,500.00
Oracle Network Administration				1	8	\$440.00	15%	\$375.00
Oracle Performance & Tuning SQL				2	16	\$880.00	15%	\$750.00
Oracle Performance & Tuning - DBA				3	24	\$1,320.00	15%	\$1,125.00
Oracle PL/SQL	x	x		5	40	\$2,200.00	15%	\$1,875.00



Oracle PL/SQL			x	2	16	\$880.00	15%	\$750.00
Oracle Reports				3	24	\$1,320.00	15%	\$1,125.00
Oracle SQL				4	32	\$1,760.00	15%	\$1,500.00

							% Off	
				No. of	Total	List	List	Contract
Cisco (by ExecuTrain)	Beg	Int	Adv	Days	Hours	Price	Price	Price
Building Multilayer Switching Networks				5	40	\$2,695.00	5%	\$2,560.25
Building Multilayer Switched Networks-6500				5	40	\$2,695.00	5%	\$2,560.25
Building Remote Access Networks				5	40	\$2,295.00	5%	\$2,180.25
Building Scalable Cisco Internetworks 1.2				5	40	\$2,295.00	5%	\$2,180.25
Building Scalable Cisco Networks				5	40	\$2,295.00	5%	\$2,180.25
Cisco Campus ATM Solutions				5	40	\$2,295.00	5%	\$2,180.25
Cisco Internetwork Design				5	40	\$1,895.00	5%	\$1,800.25
Cisco Internetwork Troubleshooting				5	40	\$2,495.00	5%	\$2,370.25
Cisco IP Telephony 3.1				5	40	\$2,695.00	5%	\$2,560.25
CCIE Lab Preparation Workshop				5	40	\$4,500.00	5%	\$4,275.00
Call Manager 3.1				5	40	\$2,695.00	5%	\$2,560.25
Cisco Unity System Administration				2	16	CALL		CALL
Cisco Unity System Engineer				5	40	\$2,695.00	5%	\$2,560.25
Designing Cisco Networks				3	24	\$1,595.00	5%	\$1,515.25
Deploying Cisco QoS for Enterprise Networks				5	40	\$2,695.00	5%	\$2,560.25
Enterprise Voice over Data Design				3	24	\$1,495.00	5%	\$1,420.25
IP telephony Troubleshooting				5	40	\$2,795.00	5%	\$2,655.25
Intelligent Contact Manager								
Cisco ICM/NAM Product Training				4	32	\$2,495.00	5%	\$2,370.25
Cisco ICM/NAM System Administration				4	32	\$2,495.00	5%	\$2,370.25
Cisco IP Contact Center				4	32	\$2,495.00	5%	\$2,370.25
Cisco IP Contact Center Bootcamp				10	80	\$5,000.00	5%	\$4,750.00
CIS Product Class (CEM, CCS & CMB for Sys Admins)				5	40	\$2,495.00	5%	\$2,370.25
Security								
Accelerated Cisco Security Specialist Bootcamp				5	40	\$3,995.00	5%	\$3,795.25
Cisco Secure Intrusion Detection System 2.1				3	24	\$1,995.00	5%	\$1,895.25
Cisco Secure IDS Host Server				2	16	\$995.00	5%	\$945.25
Cisco Secure PIX Firewall Advanced 2.1				4	32	\$2,695.00	5%	\$2,560.25
Cisco Secure Policy Manager				1	8	\$500.00	5%	\$475.00
Cisco Secure Virtual Private Network				4	32	\$2,695.00	5%	\$2,560.25
Managing Cisco Network Security				5	40	\$2,495.00	5%	\$2,370.25
WAN								
BPX Switch and Services Configuration				4	32	\$2,495.00	5%	\$2,370.25
Configuring BGP on Cisco Routers				5	40	\$2,395.00	5%	\$2,370.25
Cisco WAN Manager Installation and Operations				4	32	\$2,895.00	5%	\$2,750.25



Gigabit Switch Routing				2.5	20	\$1,995.00	5%	\$1,895.25
Installing Cisco WAN Switches				4	32	\$2,650.00	5%	\$2,517.50
Implementing Cisco MPLS in BPX and MGX Networks				5	40	\$2,750.00	5%	\$2,612.50
MGX 8850 ATM Concentrator Configuration				5	40	\$2,750.00	5%	\$2,612.50
MGX 8850 ATM Edge Switch Configuration				5	40	\$2,799.00	5%	\$2,659.05
Multiband Switch and Service Configuration				5	40	\$2,750.00	5%	\$2,612.50
Specialized								
Catalyst 8500 Architecture and Configuration				2.5	20	\$2,250.00	5%	\$2,137.50
Content Services Switch 11000 Series Operation and Configuration				4	32	\$2,695.00	5%	\$2,560.25
CiscoWorks 2000 Fundamentals				2.5	20	\$2,295.00	5%	\$2,180.25
CiscoWorks 2000 LAN and WAN				2.5	20	\$2,295.00	5%	\$2,180.25
Cisco Works 2000 Fundamentals & LAN/WAN Combination				5	40	\$3,995.00	5%	\$3,795.25
MPLS Technology Essentials				3	24	\$2,395.00	5%	\$2,275.25
SNA (IBM to Cisco Integration)								
Channel Interface Processor				5	40	\$2,595.00	5%	\$2,465.25
CiscoWorks Blue				4	32	\$2,495.00	5%	\$2,370.25
Data Link Switching Plus				4	32	\$2,195.00	5%	\$2,085.25
SNA to IP Migration				5	40	\$1,995.00	5%	\$1,895.25
SNA Configuration for Multiprotocol Administrators				5	40	\$2,195.00	5%	\$2,085.25
SNA Switching Services				3	24	\$2,195.00	5%	\$2,085.25

Suppliers may choose to coordinate classes to include State students and other customers. The State does not require private classes for State students.

The contract covers only the classes listed. Any changes must be pre-approved by the ITS Training Resource Center and State Purchasing.

Instructors must have a minimum of 2 years to teach classes listed in this contract. Certificates of completion to each student are required at the end of each class.

Training materials: Contractor is to provide training materials to each student for each class. This could include on-line materials, guides, manuals, etc.

REPORTS: The contractor will submit quarterly reports to the state purchasing agent showing quantities and dollar volume of purchases by each state agency and political subdivision. These reports will be due 10 days after the calendar quarter

**OTHER COMPUTER TRAINING CONTRACTS:****DESKTOP APPLICATIONS**

MA-819	Salt Lake Community College
MA-1451	University of Utah, Academic Outreach and Continuing Ed
MA-1401	The Learning Loft
MA-1453	New Horizons
MA-1455	The MindCenter LLC

TECHNICAL

MA-1454	Weber State University
MA-528	PC Training West, LLC
MA-853	Advanced Technical Center, Inc.

SOFT SKILLS

MA-819	Salt Lake Community College
MA-1452	University of Utah, Professional Education
MA-1401	The Learning Loft

FINET COMMODITY CODE(S):

92435000000- IN-SERVICE TRAINING